

OS/2 Rebate Promotion Guide

Announcing the IBM OS/2 Rebate Promotion

Between May 9, 1989, and December 31, 1989, you will have the opportunity to promote sales of IBM Operating System/2™ Standard Edition (SE), Extended Edition (EE), IBM LAN Server and accompanying memory, hardware options and software. This broad-based offer is designed to help consumers minimize the cost of an OS/2® workstation.

To participate in this promotion, your customer must first acquire either an IBM OS/2 SE or IBM OS/2 EE license, Version 1.1 or 1.2, through an IBM Remarketer (an IBM Authorized Advanced Products Dealer, IBM Authorized Industry Remarketer—PC or IBM Authorized Software Dealer) between May 9, 1989, and December 31, 1989.

The three R's of rebate offer

The Reason

The OS/2 Rebate Promotion is uniquely designed to convince DOS users and new IBM Personal System/2® users that OS/2 comes with all the products and applications they need to maximize PS/2® performance in the workplace. And at about the same cost.

The Rebates

For every OS/2 SE, OS/2 EE or OS/2 EE and OS/2 LAN Server license acquired, a valuable rebate will be offered on a variety of OS/2-supported products ranging from memory and software to hardware. All products eligible for rebates must be acquired during the promotion period, May 9, 1989, through December 31, 1989.

The Rewards

Your customers can save hundreds—even thousands—of dollars on an assortment of valuable products, while you can see increased sales for OS/2 SE and OS/2 EE and their multiple licensing opportunities.

The Rebate Pac

The Rebate Pac is the central component of this promotion. Once customers understand how to use this pack of rebate forms to their maximum advantage—one form for IBM hardware products and one for applications software—the savings potential for them is as unlimited as the earnings potential for you.

The Rebate Pac comes complete with all terms and conditions, rebate redemption instructions and rebate forms listing all products and respective rebates available under the promotion rules.

Three steps to success

Step 1. Know the rules.

The first step in making the OS/2 Rebate Promotion successful is familiarizing yourself and your customers with the four important rules of the promotion.

Accuracy is a must.

All information appearing on the rebate form(s) must match exactly with the information appearing on the invoice.

This applies to:

- Product part numbers
- Product names
- Customer name and address

The invoice must be either type-written or generated by computer. Handwritten or altered invoices will not be accepted.

The IBM Hardware Rebate Form(s) must be signed by both the customer and the IBM Remarketer who sold the IBM OS/2 product(s). If the OS/2 products are acquired directly from IBM, only the customer needs to sign the IBM Hardware Rebate Form.

Please advise your customer that any errors or omissions on rebate forms or the supporting documentation will result in rejection of the entire Rebate Pac.

An invoice must accompany every rebate requested.

When acquiring a single OS/2 product or OS/2 LAN Server Version 1.0, the customer must include an original Proof of License in addition to the original invoice. For OS/2 SE Versions 1.1 and 1.2 and the OS/2 LAN Server Program, the Proof of License is one of the first pages of the three-ring binder. For OS/2 EE Versions 1.1 and 1.2, the Proof of License is one of the first pages of the Volume 1 three-ring binder.

If additional licenses are acquired from an IBM Remarketer, the customer must include an original invoice and a copy of the End User Agreement for Additional Licenses. If additional licenses are acquired directly from IBM, a copy of the IBM invoice (authorization for additional licenses) should accompany the rebate request.

Only one rebate form may be submitted.

Requests for rebates under this promotion must be submitted only once using one IBM Hardware Rebate Form and one Applications Software Rebate Form. Only one rebate check will be issued. For customers acquiring OS/2 through an invoice for multiple licenses or an End User Agreement for Additional Licenses, only one submission per agreement can be made.

One check will be issued per agreement. Customers should retain all invoices until they are certain they have acquired all the products they want. Rebate form(s) may be submitted at any time during the promotion period. Requests for rebates received at the IBM Redemption Center after February 28, 1990, will no longer qualify for rebates regardless of when the products were acquired during the promotion period.

IBM hardware products offered for rebate must be acquired from only one IBM Remarketer.

Step 2. Know the answers.

Here are some answers to the questions you are most likely to receive.

How and when will I receive my rebate?

Rebate forms and supporting documentation should be returned to:
IBM Redemption Center
P.O. Box 154
Dayton, Ohio 45401-0154

IBM will send a rebate check to the name on the "make check payable to" line of the rebate form. The customer's name on the invoice must match this line exactly.

If you are acquiring products on behalf of your company, rebate checks will be made payable to the company name only.

Allow eight weeks for your rebate check to arrive.

Any rebate forms that are lost or misdirected by the postal service are not the responsibility of IBM or the IBM Redemption Center.

You should keep copies of the IBM Hardware Rebate Form, the Applications Software Rebate Form and all invoices for your records.

I prefer to acquire my IBM products and licenses directly from our company's IBM sales representative. Do I still qualify for the rebates?

If you're used to doing business with the company's IBM sales representative, you are still eligible to participate in the promotion under the same rebate rules.

What if I have more questions?

Address any questions regarding this promotion to:
IBM Redemption Center
P.O. Box 154
Dayton, Ohio 45401-0154

Or, if you prefer, call toll free between 9 a.m. and 7 p.m. ET: 1 800 627-2492.

All inquiries should include the reference number that is preprinted on your IBM Hardware Rebate Form.

Step 3. Know the products.

Customers are eligible to receive rebates on specified IBM memory, hardware options and applications software as well as non-IBM applications software. The Hardware Rebate Form and Applications Software Rebate Form list only those products for which rebates may be claimed.

Memory rebate amounts are based on the type of OS/2 acquired, as follows:

The acquisition of OS/2 SE entitles the customer to a rebate of \$100 per Mb up to a maximum of 4Mb per license. The acquisition of OS/2 EE entitles the customer to a rebate of \$200 per Mb up to a maximum of 4Mb per license. The acquisition of an OS/2 LAN Server Version 1.0 with OS/2 EE increases the maximum eligible memory to 8Mb per OS/2 license.

The following OS/2 SE and EE licenses and LAN Server Version 1.0 program numbers qualify for this promotion.

Licenses that qualify for the OS/2 Rebate Promotion

Standard Edition

Program Number	Program Name
6280 194	OS/2 SE 1.1 (3.5-inch)
6280 195	OS/2 SE 1.1 (5.25-inch)
6280 220	OS/2 SE 1.1 (3.5-inch) Additional License

Extended Edition

Program Number	Program Name
90X7900	OS/2 EE (3.5-inch)
90X7899	OS/2 EE 1.1 (5.25-inch)
90X7925	OS/2 EE 1.1 Additional License
84X0083	OS/2 LAN Server Program (3.5-inch)
80X0084	OS/2 LAN Server Program (5.25-inch)

Additional Licenses—Upgrade

Program Number	Program Name
90X7925	OS/2 SE 1.0 or 1.1
90X7932	3270 Workstation Program Version 1.0 or 1.1
90X7965	3270 Emulation Program Version 3.0
90X7968	3270 Emulation Entry Level Version 1.1 or 1.2
90X7943	PC/DOS Version 3.X

Program Upgrade

Program Number	Program Name
90X7973	OS/2 SE 1.0 or 1.1 (3.5-inch)
90X7971	OS/2 SE 1.0 or 1.1 (5.25-inch)
90X7931	3270 Workstation Program 1.0 (3.5-inch)
90X7930	3270 Workstation Program 1.0 (5.25-inch)
90X7964	PC 3270 Emulation Program 3.0 (3.5-inch)
90X7963	PC 3270 Emulation Program 3.0 (5.25-inch)
90X7967	3270 Emulation Entry Level 1.1 or 1.2 (3.5-inch)
90X7966	3270 Emulation Entry Level 1.1 or 1.2 (5.25-inch)

Standard features are not eligible for rebates

If the customer purchases an IBM PS/2 during the promotion period, the standard memory in that machine is not eligible for a rebate.

In addition, PS/2s purchased with a 60Mb Fixed Disk Drive as a standard feature do not qualify for rebates. The only time the \$250 rebate on the 60Mb Fixed Disk Drive (product number 6450606) is applicable is when that product is purchased as an option.

OS/2: Your profits for the future

OS/2 is all about the future that your forward-looking customers have been waiting for.

And now, what you've been waiting for—a powerful new source of sales and revenues with OS/2 in the months and years ahead. You can start increasing your profits now with the high-value OS/2 Rebate Promotion.

If you have any questions about this promotion or you want to order additional Rebate Packs or customer flyers, call the IBM Redemption Center at 1 800 626-9303.

Other terms and conditions

This promotion is void wherever prohibited or restricted by law.

Acquisitions made from IBM Business Partners under the Customer Fulfillment Option (CFO) are eligible for these rebates.

Products eligible for rebates under this promotion are for the customer's own use and are not to be remarketed.

This offer is good for acquisitions made in the 50 United States, Puerto Rico, the District of Columbia and Guam.

If, for any reason, OS/2 SE, OS/2 EE, OS/2 LAN Server Program or any products available in this offering are not shipped or are back ordered during the promotion period, the offer will not be extended.

Products not listed on the rebate form(s) do not qualify for rebates.

IBM employees acquiring under the terms and conditions of IBM Employee Sales Program are not eligible for these rebates.

Reservation of rights

IBM reserves the right to audit compliance with the terms and conditions of this promotion. IBM further reserves the right to reject a transaction or disqualify the remarketer from participation in the promotion should there be noncompliance with the terms and conditions of the promotion or the terms and conditions of the IBM Agreement for Authorized Dealers and Industry Remarketers.

In no event will IBM or its fulfillment company be liable to you for any damages, including lost profits, lost savings or any incidental or consequential damages arising out of your participation or inability to participate in this promotion, even if IBM has been advised of such damages, or for any claim by you based on any third-party claim.

This promotion's terms and conditions, eligible IBM products, offerings and rules are subject to withdrawal or modification at any time upon written notice.

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